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Scott Moskowitz

Passionate American Inventor & Entrepreneur
Miami/Fort Lauderdale Area | Information Services

Current Blue Spike, Inc., Wistaria Trading, Inc.
Previous Sony Corporation, Tokyo, Japan
Education University of Pennsylvania

Send Scott InMail

445
connections

www.linkedin.com/in/smoskowit

Contact Info

Background

Summary

A hi-tech Executive fluent in Japanese and experienced in new business creation, sales/marketing, strategic planning, start-ups, import/export and people management and development. Operationally skilled, creative, technically savvy, team oriented senior manager who delivers form and substance (and maybe a few run-on sentences).

Specialties: An open mind.

Intellectual property (particularly, patents & copyrights), new business development & execution, mechanics of standards-setting bodies & licensing efforts, Japanese market & distribution channel strategy, identity & recognition management, hard equity & mortgage lending practice.

Experience

Founder & CEO

Blue Spike, Inc.

November 1997 – Present (16 years 3 months)

The idea for Blue Spike came about while still an undergraduate following his experience at Sony Corporation in Japan. Mr. Moskowitz sought to better define a means for protecting digital media content such as music, video and images. He coined the term "digital watermark" as a means for securely creating "responsibility for digital copies," which led to the writing, filing and receipt of over 80 U.S. and International patents, with several dozen pending. Mr. Moskowitz also invented "signal abstracts" for signal analysis, identification, and monitoring as well as "packet watermarks" for identifying and securing streams of data or packet flow, deep packet inspection, differential quality of service, intrusion detection, and "trusted transactions" for enabling peer-to-peer, secure transactional activities over networks and between parties. Successfully produced a DoD/SBA "SBIR" submission based on software deployments and public sector communications. Mr. Moskowitz has been active in promoting intellectual property protection and has been an invited speaker at "RSA", "ANSI", "CFP", "ACSAC", "DDM", Museum of Modern Art ("MOMA"), U.S. Library of Congress, and other forums worldwide. Mr. Moskowitz penned the introduction to the groundbreaking resource on digital rights management ("DRM"): Multimedia Security Technologies for Digital Rights Management.

5 recommendations, including:



Cyrus Shaoul
Post-Doctoral Fellow at Universität Tübingen

View



ERIC ALEXANDRAKIS
Composer/Musician/Producer at Minos...

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3 more recommendations

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Susan Sheby
Student at SLCC



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Environmental Services Professional



Carlos De Armas Fernández
Abogado en RAICH LOPEZ & DIEZ



Burton Rosenberg
Associate Professor at University of Miami



Raymond Joao
Owner, Joao Systems



Stone Gallery
Director at Stone Gallery Ltd



Lionel Bernstein



Jerry Vascil
Vice President Marketing and Business Development at PayScan America



Lionel Bernstein

More Search Results



Scott Moskowitz 3rd

Founder & CEO

Wistaria Trading, Inc.

September 1991 – Present (22 years 5 months)

Sales & marketing consultancy and agent for US and European exports to Japan. Exemplary projects: developer of the "hearts on fire" diamond brand (yes, that "hearts on fire" campaign); agent for US microbrewers successfully creating the 17th largest seller; largest importer of pre-recorded compact discs over 10 mil+ units per year; fishing supplier deployment of Japan-specific direct marketing campaign and in-country sales support; and, initiated Japan-wide expansion of several niche products with specialized distribution channel marketing and direct sales requirements.

Stateside: represented Japanese vendors in negotiations, management and maintenance of US-based partners. Specific market experience available on request.

Apprentice/Intern

Sony Corporation, Tokyo, Japan

June 1990 – August 1990 (3 months)



First undergraduate Intern for Sony Corporation in Japan. Formulated and designed a strategy to enter U.S. high-definition TV market. Created business plan for improving monitor device top & bottom line performance. Needless to say, these plans were the subject of intense scrutiny concerning internationalization and specific target market strategy.

Volunteer Experience & Causes

Opportunities Scott is looking for:

- Skills-based volunteering (pro bono consulting)

Languages

Japanese

Projects

Jared Dylan - In Panic EP

2010 – Present

<http://www.youtube.com/watch?v=TVz2B8RTG1w&feature=plcp>

<http://www.youtube.com/watch?v=isWiy7iNHQ&feature=context-chv>

- ▶ 6 team members, including:



Scott Moskowitz
Passionate American Inventor & Entrep...



Jared Goldstein
Student at University of Miami



Jerry D. Goldstein
Attorney At Law



Anthony J. Resta

Skills & Endorsements

Top Skills

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10

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Executive Management



Scott also knows about...

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Product Management

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Product Marketing

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SEO

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Education

University of Pennsylvania
Baccalaureat Artium, Political Science, Oriental Studies - Japanese
1988 – 1991
cum laude



University of Pennsylvania - The Wharton School
BSE/BA, Finance, Political Science & Japanese
1988 – 1991
cum laude



Activities and Societies: ZBT

International Christian University
1989 – 1990

Obirin College, Machida, Japan
Japanese Business & Society Program
1988 – 1988
Activities and Societies: Introduction to Japanese Society and homestay.

Additional Info

Interests

Check out my photography under "digitalshaman" at Flickr <http://www.flickr.com/photos/digitalshaman/>
Please become a fan of "Blue Marble Terra" on Facebook or follow tweets @bluemarbleterra

Advice for Contacting Scott

e-mail is best with some specifics of the reason for your inquiry.

Honors & Awards

Additional Honors & Awards

Series 7 & 63 (1987)

Mortgage Broker License (FL) (2006-2010)

Mortgage Brokerage Business License (FL) (2009-2010)

Organizations

Additional Organizations

Senior Member - IEEE, ACM, SPIE

Recommendations

Given (4)



Lynn Heatherston
Senior Director, Corporate Development

“Lynn has a powerful understanding of the dynamics of both the media business and business development in general. Her international experience is a compliment to her solid analytics.

August 3, 2008, Scott was with another company when working with Lynn at Berllesmann



Jarret Adams
Technology Writer

“Jarret writes with an emphasis on balanced and persuasive arguments common to great communicators.

August 2, 2008, Scott was Jarret's client



Cyrus Shaoul
CEO

“Having known Cyrus since our days in Japan, it is difficult to put in words the depth and breadth of creativity and effectiveness he exerts in every endeavor. Any project involving Cyrus will be immensely benefited by his input.

July 12, 2008, Scott was with another company when working with Cyrus at Tomigaia Inc



Brett Fasullo
Owner

“A highly motivated and energetic team builder, creative project leader and all-around solid business development professional. I always enjoy working with Brett!

July 6, 2008, Scott was with another company when working with Brett at Surreal Records Multimedia

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Director, MIT Media...
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